

MANUFACTURING EXTENSION PARTNERSHIP

Success Stories from the Field

McKissick Products

Oklahoma Manufacturing Alliance

McKissick Products Poised for Unprecedented Growth

Client Profile:

McKissick Products is an international manufacturer that markets a line of premium accessories used in material handling and rigging applications. Currently, McKissick is the largest block producer in the world. Organized in 1925 as Peerless Supply Company, it began as a distributor specializing in oilfield and welding supplies. The company's involvement in the block business came after 1925. At that time, laws were passed requiring safety guards on wire line entrances to oilfield blocks. It was McKissick that developed and patented a wire line guard that could be opened to allow the reeving of the block without disassembly. Since 1937, when it began focusing on making blocks, McKissick has developed into the manufacturer of the widest range of crane blocks, snatch blocks, construction blocks, specialty blocks, and sheaves in the world. In addition, McKissick also produces the Crosby Red-U-Bolt Clip, the world standard for forged wire rope clips. The company employs 250 people at its facility in Tulsa, Oklahoma.

Situation:

McKissick management began a comprehensive evaluation of their enterprise. With solid domestic and international sales, the company was successful. But leaders knew there was untapped potential and felt they needed to explore strategic options for future competitiveness. For help, they turned to the Oklahoma Manufacturing Alliance, a NIST MEP network affiliate.

Solution:

McKissick has gone through an extraordinary transformation due in large part to the adoption of the Lean Manufacturing philosophies recommended by the Oklahoma Manufacturing Alliance. The process began with a series of meetings involving frontline employees, an effort to get input on how they felt their areas could operate more efficiently. Materials Manager James Jackson says his leadership team also took measures to ensure the employees were involved in helping implement the changes. "Over time, as the employees got more comfortable, the process really took off," Jackson said. "The misconception of what Lean is can be difficult to overcome, so it's important to communicate the process early on." With one initial project, the goal was to reduce production time by at least 30 percent. As a result of assistance from the Oklahoma Manufacturing Alliance in putting the Lean process in place, McKissick's production time was reduced by 67 percent. Before Lean, the set up would take just over three hours. After, it was taken down to less than an hour. McKissick has since done 53 other Lean events where they identify an area for improvement, form a team, and implement the necessary changes. They also have two facilitators who follow up after the changes to ensure they have been implemented correctly and the process is going smoothly.

Results:

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- * Increased sales by 400 percent.
- * Reduced production time by 67 percent.
- * Created 2 jobs.

Testimonial:

"Thanks to these efforts and the support of the Oklahoma Manufacturing Alliance, our company is poised to experience unprecedented growth."

James Jackson, Materials Manager